

Quarterly Market Detail - Q4 2023

Townhouses and Condos

Florida



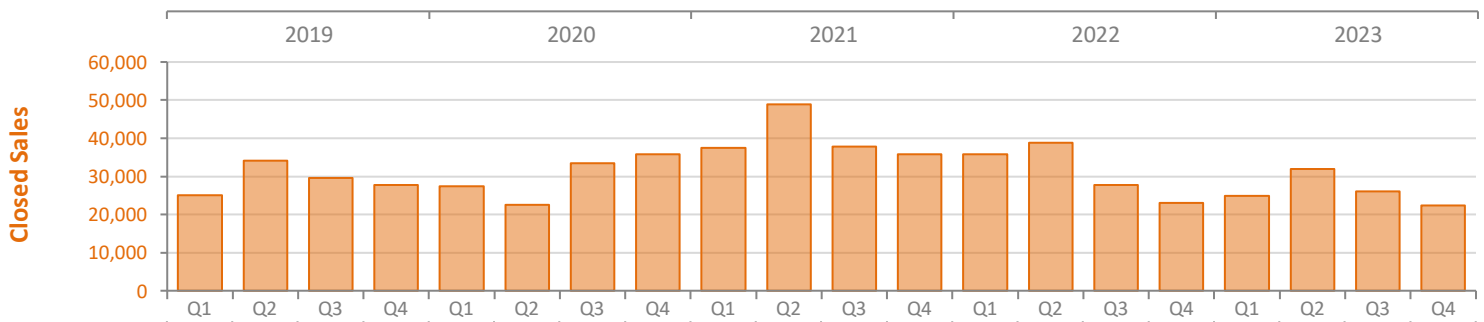
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	22,425	23,117	-3.0%
Paid in Cash	12,100	12,006	0.8%
Median Sale Price	\$325,173	\$310,000	4.9%
Average Sale Price	\$471,902	\$429,008	10.0%
Dollar Volume	\$10.6 Billion	\$9.9 Billion	6.7%
Median Percent of Original List Price Received	96.0%	96.6%	-0.6%
Median Time to Contract	33 Days	27 Days	22.2%
Median Time to Sale	74 Days	67 Days	10.4%
New Pending Sales	21,511	21,866	-1.6%
New Listings	37,870	30,408	24.5%
Pending Inventory	10,275	11,202	-8.3%
Inventory (Active Listings)	45,002	29,484	52.6%
Months Supply of Inventory	5.1	2.8	82.1%

Closed Sales

The number of sales transactions which closed during the quarter

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	105,411	-16.0%
Q4 2023	22,425	-3.0%
Q3 2023	26,129	-5.8%
Q2 2023	31,926	-17.7%
Q1 2023	24,931	-30.5%
Q4 2022	23,117	-35.5%
Q3 2022	27,747	-26.7%
Q2 2022	38,772	-20.8%
Q1 2022	35,858	-4.4%
Q4 2021	35,820	-0.1%
Q3 2021	37,876	13.0%
Q2 2021	48,976	117.0%
Q1 2021	37,505	37.0%
Q4 2020	35,865	29.4%

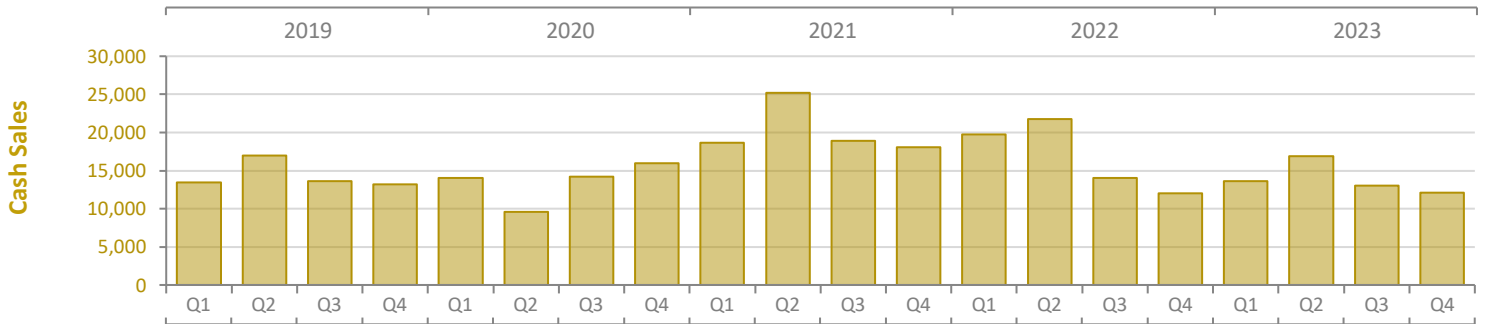


Cash Sales

The number of Closed Sales during the quarter in which buyers exclusively paid in cash

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	55,683	-17.5%
Q4 2023	12,100	0.8%
Q3 2023	13,066	-6.8%
Q2 2023	16,899	-22.2%
Q1 2023	13,618	-31.0%
Q4 2022	12,006	-33.6%
Q3 2022	14,014	-26.0%
Q2 2022	21,730	-13.8%
Q1 2022	19,745	6.1%
Q4 2021	18,071	13.3%
Q3 2021	18,939	33.2%
Q2 2021	25,199	161.9%
Q1 2021	18,613	32.7%
Q4 2020	15,945	20.7%

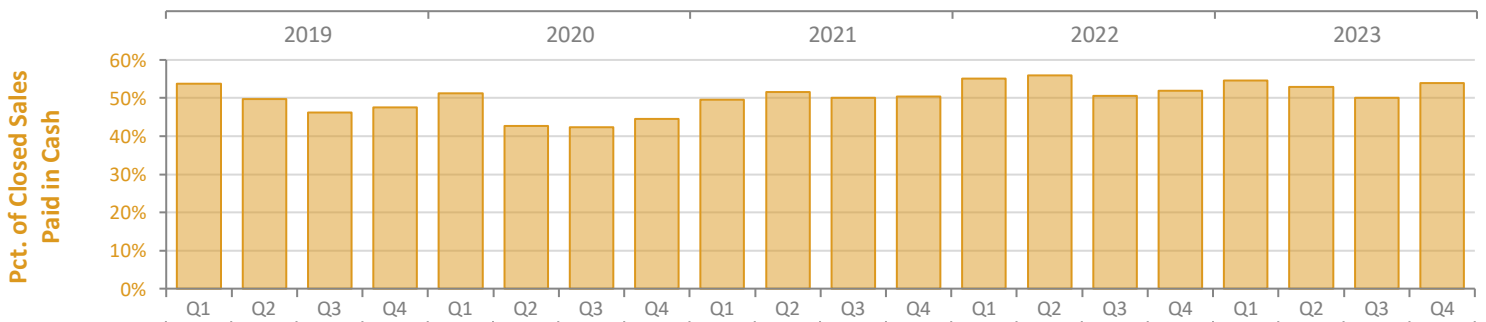


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter which were Cash Sales

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	52.8%	-1.9%
Q4 2023	54.0%	4.0%
Q3 2023	50.0%	-1.0%
Q2 2023	52.9%	-5.5%
Q1 2023	54.6%	-0.9%
Q4 2022	51.9%	3.0%
Q3 2022	50.5%	1.0%
Q2 2022	56.0%	8.7%
Q1 2022	55.1%	11.1%
Q4 2021	50.4%	13.3%
Q3 2021	50.0%	17.9%
Q2 2021	51.5%	20.9%
Q1 2021	49.6%	-3.1%
Q4 2020	44.5%	-6.5%

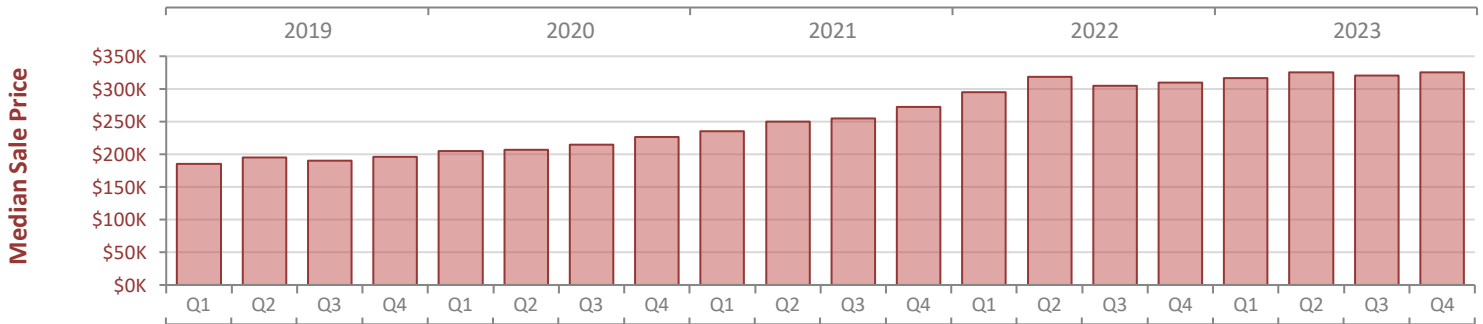


Median Sale Price

The median sale price reported for the quarter (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$322,500	5.2%
Q4 2023	\$325,173	4.9%
Q3 2023	\$320,545	5.1%
Q2 2023	\$325,000	1.9%
Q1 2023	\$316,500	7.3%
Q4 2022	\$310,000	14.0%
Q3 2022	\$305,000	19.7%
Q2 2022	\$319,000	27.6%
Q1 2022	\$295,000	25.3%
Q4 2021	\$272,000	20.4%
Q3 2021	\$254,900	18.6%
Q2 2021	\$250,000	20.8%
Q1 2021	\$235,422	14.8%
Q4 2020	\$226,000	15.0%

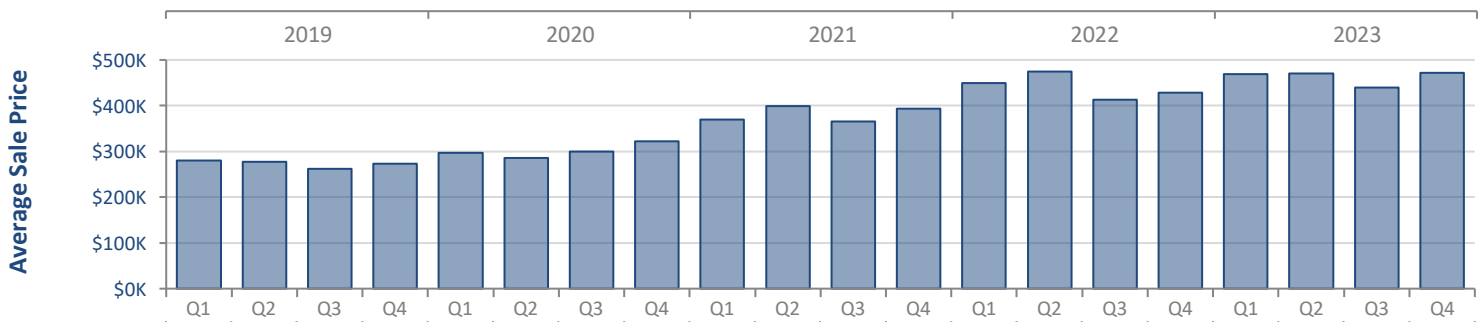


Average Sale Price

The average sale price reported for the quarter (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$462,890	3.9%
Q4 2023	\$471,902	10.0%
Q3 2023	\$440,296	6.6%
Q2 2023	\$470,312	-0.9%
Q1 2023	\$468,957	4.4%
Q4 2022	\$429,008	8.9%
Q3 2022	\$412,980	12.9%
Q2 2022	\$474,401	19.0%
Q1 2022	\$449,365	21.6%
Q4 2021	\$394,067	22.6%
Q3 2021	\$365,682	21.9%
Q2 2021	\$398,541	39.4%
Q1 2021	\$369,467	24.5%
Q4 2020	\$321,536	17.8%



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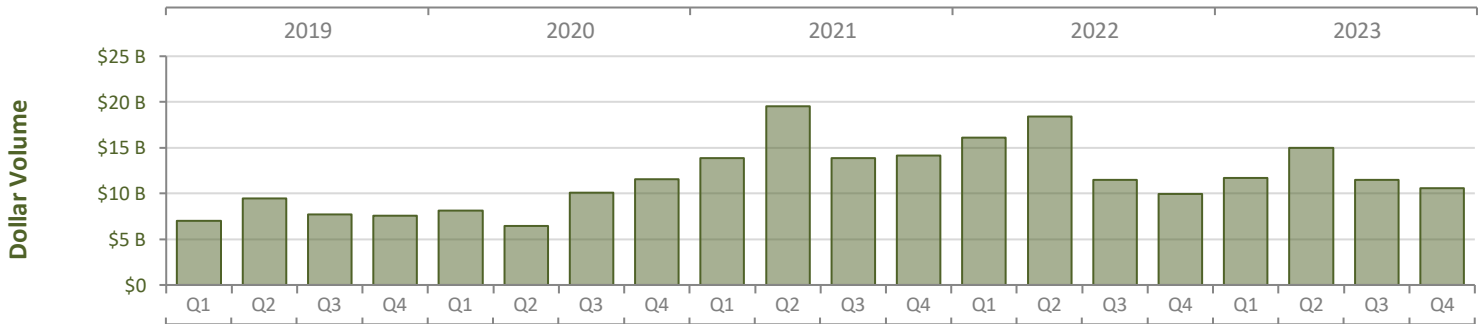


Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$48.8 Billion	-12.7%
Q4 2023	\$10.6 Billion	6.7%
Q3 2023	\$11.5 Billion	0.4%
Q2 2023	\$15.0 Billion	-18.4%
Q1 2023	\$11.7 Billion	-27.4%
Q4 2022	\$9.9 Billion	-29.7%
Q3 2022	\$11.5 Billion	-17.3%
Q2 2022	\$18.4 Billion	-5.8%
Q1 2022	\$16.1 Billion	16.3%
Q4 2021	\$14.1 Billion	22.4%
Q3 2021	\$13.9 Billion	37.7%
Q2 2021	\$19.5 Billion	202.5%
Q1 2021	\$13.9 Billion	70.6%
Q4 2020	\$11.5 Billion	52.3%

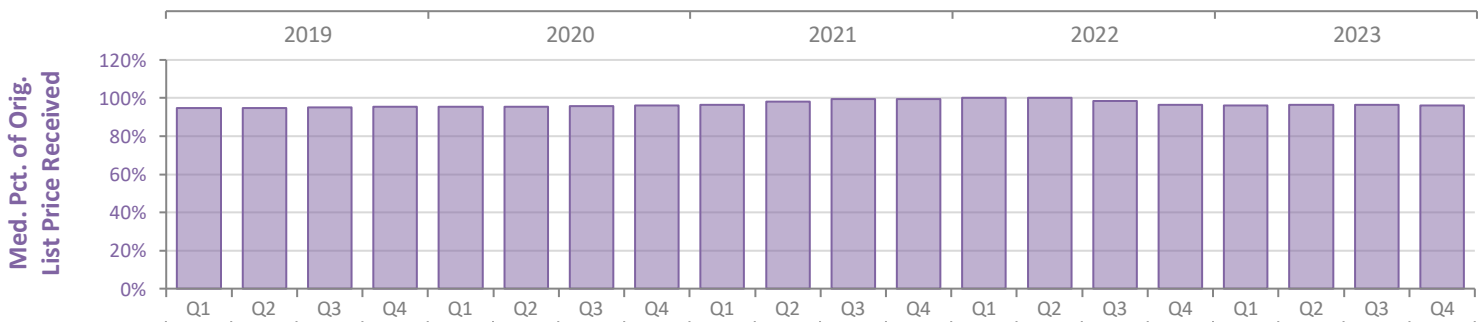


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the quarter

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.2%	-3.7%
Q4 2023	96.0%	-0.6%
Q3 2023	96.5%	-1.9%
Q2 2023	96.3%	-3.7%
Q1 2023	96.0%	-4.0%
Q4 2022	96.6%	-2.7%
Q3 2022	98.4%	-1.2%
Q2 2022	100.0%	1.8%
Q1 2022	100.0%	3.5%
Q4 2021	99.3%	3.3%
Q3 2021	99.6%	3.9%
Q2 2021	98.2%	3.0%
Q1 2021	96.6%	1.4%
Q4 2020	96.1%	0.8%

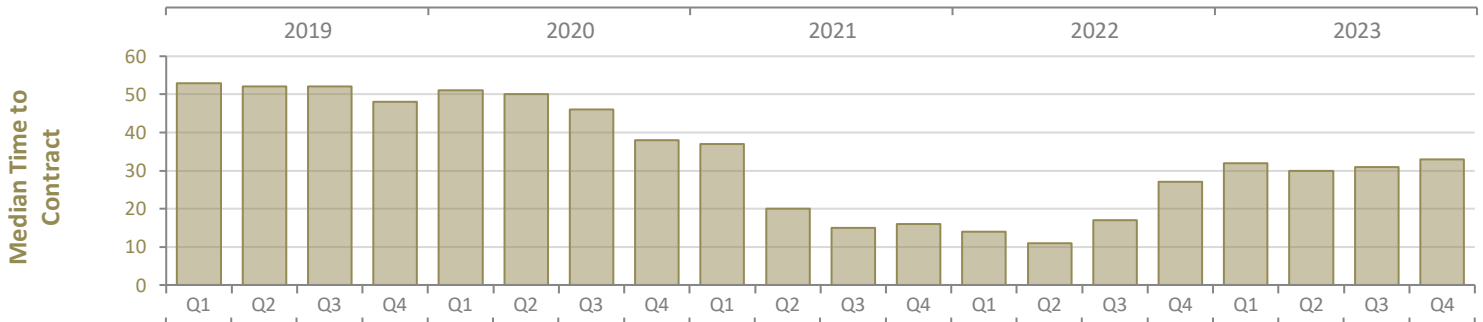


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	32 Days	113.3%
Q4 2023	33 Days	22.2%
Q3 2023	31 Days	82.4%
Q2 2023	30 Days	172.7%
Q1 2023	32 Days	128.6%
Q4 2022	27 Days	68.8%
Q3 2022	17 Days	13.3%
Q2 2022	11 Days	-45.0%
Q1 2022	14 Days	-62.2%
Q4 2021	16 Days	-57.9%
Q3 2021	15 Days	-67.4%
Q2 2021	20 Days	-60.0%
Q1 2021	37 Days	-27.5%
Q4 2020	38 Days	-20.8%

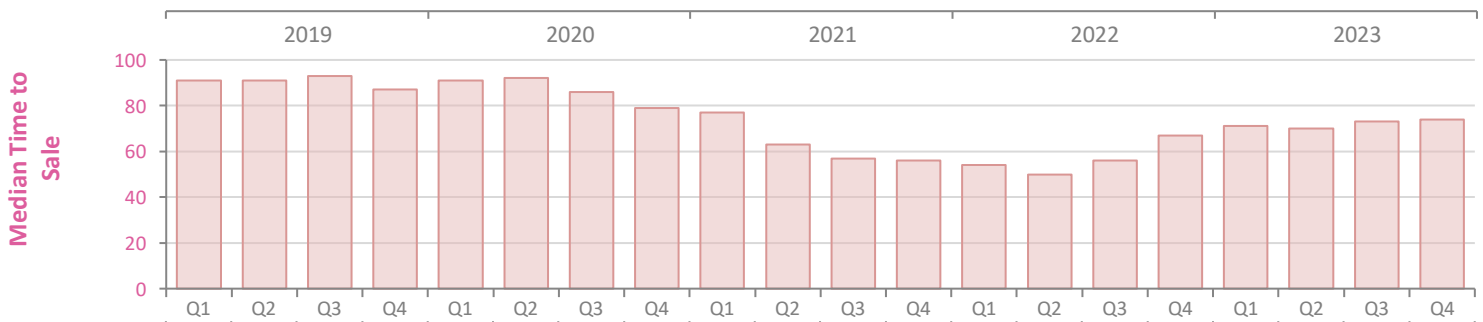


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. *Median Time to Sale* gives a more accurate picture than *Average Time to Sale*, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	73 Days	32.7%
Q4 2023	74 Days	10.4%
Q3 2023	73 Days	30.4%
Q2 2023	70 Days	40.0%
Q1 2023	71 Days	31.5%
Q4 2022	67 Days	19.6%
Q3 2022	56 Days	-1.8%
Q2 2022	50 Days	-20.6%
Q1 2022	54 Days	-29.9%
Q4 2021	56 Days	-29.1%
Q3 2021	57 Days	-33.7%
Q2 2021	63 Days	-31.5%
Q1 2021	77 Days	-15.4%
Q4 2020	79 Days	-9.2%

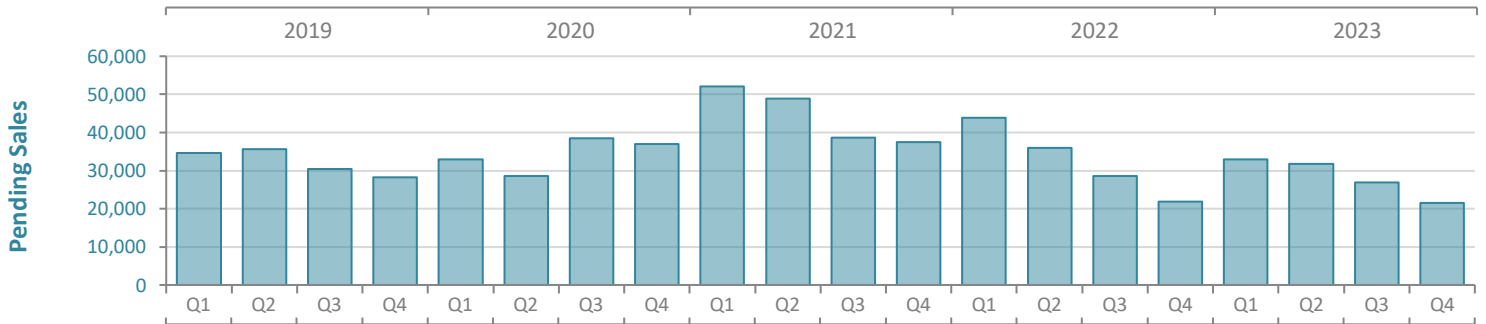


New Pending Sales

The number of listed properties that went under contract during the quarter

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	113,087	-13.2%
Q4 2023	21,511	-1.6%
Q3 2023	26,863	-5.9%
Q2 2023	31,773	-11.8%
Q1 2023	32,940	-24.8%
Q4 2022	21,866	-41.6%
Q3 2022	28,533	-26.2%
Q2 2022	36,033	-26.2%
Q1 2022	43,816	-15.8%
Q4 2021	37,436	1.3%
Q3 2021	38,669	0.4%
Q2 2021	48,811	70.9%
Q1 2021	52,016	58.1%
Q4 2020	36,964	30.9%

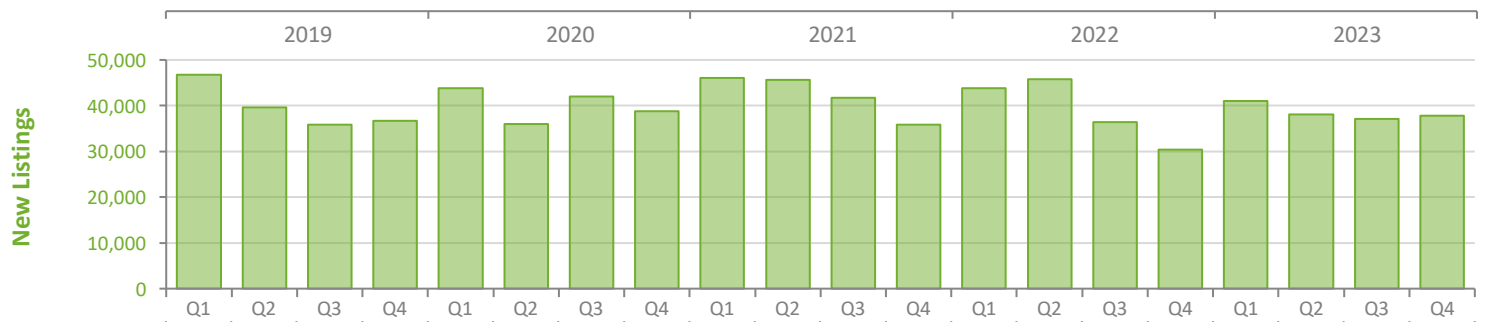


New Listings

The number of properties put onto the market during the quarter

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	154,054	-1.5%
Q4 2023	37,870	24.5%
Q3 2023	37,121	2.0%
Q2 2023	38,066	-16.9%
Q1 2023	40,997	-6.5%
Q4 2022	30,408	-15.2%
Q3 2022	36,377	-12.9%
Q2 2022	45,798	0.3%
Q1 2022	43,860	-4.7%
Q4 2021	35,853	-7.6%
Q3 2021	41,755	-0.5%
Q2 2021	45,672	27.0%
Q1 2021	46,016	5.0%
Q4 2020	38,789	5.9%

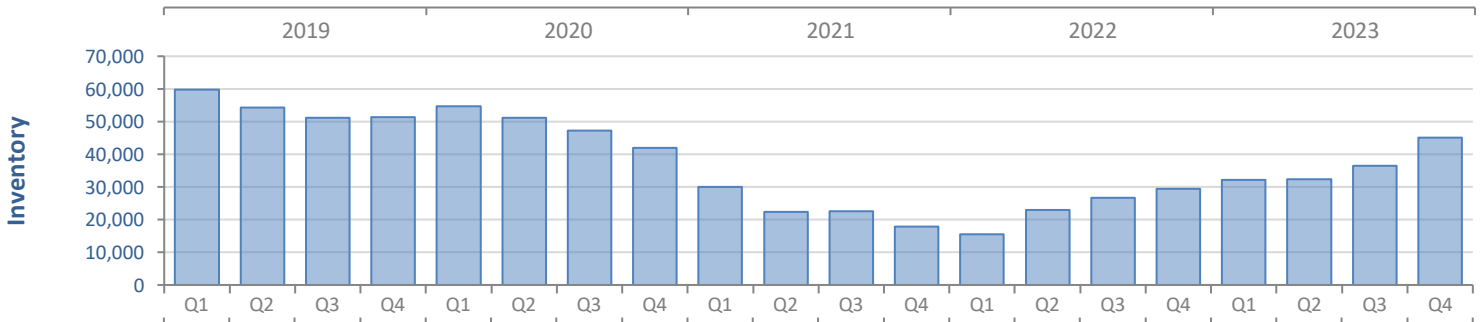


Inventory (Active Listings)

The number of property listings active at the end of the quarter

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	35,347	57.0%
Q4 2023	45,002	52.6%
Q3 2023	36,387	36.4%
Q2 2023	32,322	40.5%
Q1 2023	32,148	107.6%
Q4 2022	29,484	65.0%
Q3 2022	26,667	18.0%
Q2 2022	23,005	2.4%
Q1 2022	15,483	-48.5%
Q4 2021	17,869	-57.4%
Q3 2021	22,599	-52.2%
Q2 2021	22,461	-56.0%
Q1 2021	30,063	-45.1%
Q4 2020	41,927	-18.3%

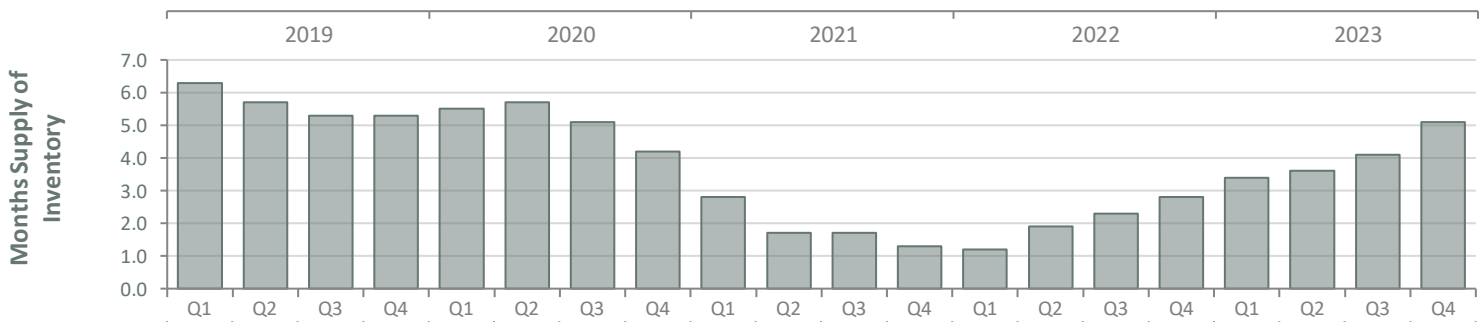


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.9	105.3%
Q4 2023	5.1	82.1%
Q3 2023	4.1	78.3%
Q2 2023	3.6	89.5%
Q1 2023	3.4	183.3%
Q4 2022	2.8	115.4%
Q3 2022	2.3	35.3%
Q2 2022	1.9	11.8%
Q1 2022	1.2	-57.1%
Q4 2021	1.3	-69.0%
Q3 2021	1.7	-66.7%
Q2 2021	1.7	-70.2%
Q1 2021	2.8	-49.1%
Q4 2020	4.2	-20.8%

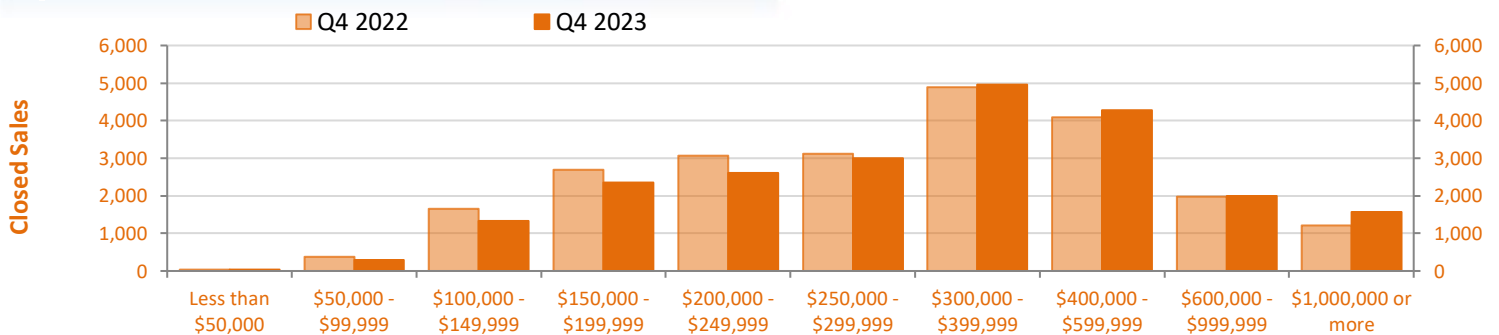


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	44	29.4%
\$50,000 - \$99,999	297	-22.0%
\$100,000 - \$149,999	1,326	-19.6%
\$150,000 - \$199,999	2,357	-12.6%
\$200,000 - \$249,999	2,601	-15.4%
\$250,000 - \$299,999	3,000	-4.0%
\$300,000 - \$399,999	4,950	1.3%
\$400,000 - \$599,999	4,272	4.5%
\$600,000 - \$999,999	2,002	1.4%
\$1,000,000 or more	1,576	30.7%

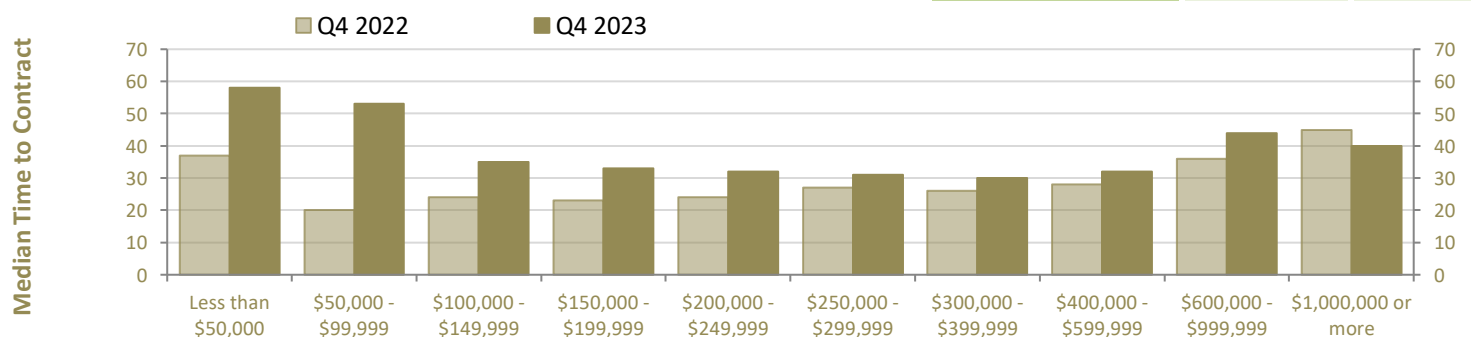


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	58 Days	56.8%
\$50,000 - \$99,999	53 Days	165.0%
\$100,000 - \$149,999	35 Days	45.8%
\$150,000 - \$199,999	33 Days	43.5%
\$200,000 - \$249,999	32 Days	33.3%
\$250,000 - \$299,999	31 Days	14.8%
\$300,000 - \$399,999	30 Days	15.4%
\$400,000 - \$599,999	32 Days	14.3%
\$600,000 - \$999,999	44 Days	22.2%
\$1,000,000 or more	40 Days	-11.1%



New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	80	0.0%
\$50,000 - \$99,999	290	-24.3%
\$100,000 - \$149,999	1,761	-0.2%
\$150,000 - \$199,999	3,693	13.4%
\$200,000 - \$249,999	4,055	17.4%
\$250,000 - \$299,999	4,794	27.0%
\$300,000 - \$399,999	7,805	28.7%
\$400,000 - \$599,999	7,369	27.4%
\$600,000 - \$999,999	4,247	28.7%
\$1,000,000 or more	3,776	48.0%

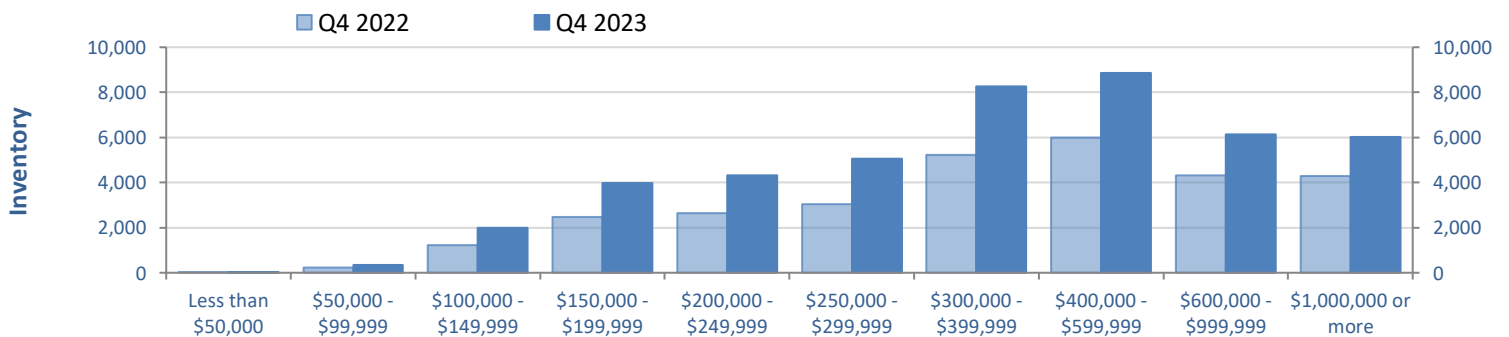


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	27	-32.5%
\$50,000 - \$99,999	335	39.0%
\$100,000 - \$149,999	1,989	62.6%
\$150,000 - \$199,999	3,988	61.4%
\$200,000 - \$249,999	4,330	64.0%
\$250,000 - \$299,999	5,069	66.9%
\$300,000 - \$399,999	8,262	57.7%
\$400,000 - \$599,999	8,846	47.7%
\$600,000 - \$999,999	6,145	42.4%
\$1,000,000 or more	6,011	40.2%



Quarterly Distressed Market - Q4 2023

Townhouses and Condos

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		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	22,281	22,976	-3.0%
	Median Sale Price	\$326,990	\$310,000	5.5%
Foreclosure/REO	Closed Sales	127	116	9.5%
	Median Sale Price	\$215,250	\$210,792	2.1%
Short Sale	Closed Sales	17	25	-32.0%
	Median Sale Price	\$280,000	\$230,000	21.7%

